



OFFICER INSTITUTIONAL CASA

We invite applications from highly driven and accomplished individuals for the position of “**Officer - Institutional CASA**” at Union Bank.

The Job

- ▶ To manage the development of long-term liability with reputable companies and organizations in order to ensure Bank’s maximum profitability.
- ▶ To identify and develop a target pipeline and aggressively market for new profitable status customers from the identified target sectors.
- ▶ Manage key customer relationships through regular contacts and visits by ensuring the effective call program is maintained on all assigned and prospect customers.
- ▶ Maintain high professional standards and strive to provide quality services and competitive pricing to clients.
- ▶ Cultivate good rapport with business and institutional clients and ensure, the bank becomes the choice for their investment and banking.
- ▶ Establish quality profit earning customer relationship within the target market.
- ▶ Ensure compliance to Know Your Customer (KYC) and Anti Money laundering (AML) requirements in all dealings with existing and potential customers.
- ▶ Maintain good relationships with clients to maximize the value of business relationships.
- ▶ Identify key contacts at potential client companies to establish and foster relationships.
- ▶ Participate in one-on-one meetings with clients to explain services to guide their choices.
- ▶ Grow the business by identifying new sales and business development opportunities.
- ▶ Monitor and assess the activities our competitors to proactively satisfy and retain our clients.
- ▶ Resolve any customer complaints promptly and professionally via proper channels.

The Person

- ▶ Minimum 4 years of experience in managing corporate/institutional clients.
- ▶ Excellent range of communication skills in English and Mandarin Chinese including written, verbal and the ability to deliver compelling presentations.
- ▶ Excellent interpersonal skills and ability to build relationships with internal and external stakeholders.
- ▶ Ability to work in an extremely target driven environment to deliver desired results.

Rewards

The right candidate can look forward to a remuneration package inclusive of staff loan benefits at concessionary interest rates and career prospects.

Applications must be forwarded via email to jobs@unionb.com with the names of two non-related referees on or before **19th June 2023**. The email subject line must state “**Officer - Institutional CASA**”. All applications will be treated with strict confidence. Only shortlisted applicants will be notified.

We are an equal opportunity employer.

UNION BANK